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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1984

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 7 through February 3) and cumulatively (September 1 through February 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	48	832	$1598	$1624	$1750	$1558	$1525	218	2402	$1571	$1618	$1750	$1558	$1300
Business—General (incl. Mgmt.)	8	264	1568	1495	*	*	*	69	1072	1402	1496	1958	1400	916
Marketing & Distribution	1	100	2102	1492	*	*	*	7	481	1563	1468	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	36	+	1275				3	127	1263	1346	*	*	*
Economics[2]	1	13	1500	1508	*	*	*	7	67	1508	1410	*	*	*
Other Social Sciences	2	58	1029	1348	*	*	*	14	223	1230	1328	*	*	*
ENGINEERING														
Aeronautical	+	40	+	2218				1	116	1794	2136	*	*	*
Chemical	13	149	2284	2274	*	*	*	32	347	2217	2240	2425	2250	1633
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	149	1456	1844	*	*	*	20	357	1621	1887	2083	1592	1120
Electrical (incl. Computer Engrg.)	29	759	2239	2178	2580	2250	1960	74	2219	2084	2163	2400	2167	1791
Geological	+	3	+	1644				+	13	+	1953			
Industrial	10	94	2186	2114	*	*	*	21	236	2031	2096	2300	2125	1625
Mechanical	23	430	2262	2195	2500	2232	1950	66	1123	2086	2161	2360	2135	1666
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	3	24	2267	2192	*	*	*	16	64	2178	2178	*	*	*
Mining	2	4	1792	1842	*	*	*	8	19	1531	1877	*	*	*
Nuclear (incl. Engrg. Physics)	+	3	+	2328				2	17	1968	2196	*	*	*
Petroleum	2	51	2533	2617	*	*	*	6	138	2402	2544	*	*	*
Engineering Technology	1	95	2083	2086	*	*	*	6	280	2047	2066	*	*	*
SCIENCES														
Agricultural Sciences	7	50	1230	1337	*	*	*	9	105	1312	1408	*	*	*
Biological Sciences	1	8	1575	1414	*	*	*	5	25	1336	1437	*	*	*
Chemistry	2	15	1318	1586	*	*	*	4	40	1482	1708	*	*	*
Computer Science	8	271	2116	2020	*	*	*	25	753	1927	1994	2200	1960	1380
Health (Medical) Professions	4	75	1820	1784	*	*	*	9	140	1779	1581	*	*	*
Mathematics	2	20	2246	2014	*	*	*	9	61	1836	1910	*	*	*
Other Physical & Earth Sciences	+	19	+	1826				13	66	1519	1789	*	*	*
Totals	170	3562						644	10491					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	50	845	$1578	$1621	$1708	$1558	$1517	224	2400	$1562	$1616	$1750	$1558	$1458
Business Administration	6	133	1491	1466	*	*	*	47	502	1343	1488	1833	1330	833
Communications	1	22	1875	1442	*	*	*	3	68	1333	1471	*	*	*
Community & Service Orgs. Work	+	16	+	1320				2	62	1677	1373	*	*	*
EDP-Programming/Systems	9	303	2125	2010	*	*	*	31	846	1832	1987	2200	1920	1380
Engineering	80	1713	2205	2169	2425	2243	1794	229	4556	2056	2151	2424	2150	1592
Farm & Natural Resources Mgmt	4	17	1237	1276	*	*	*	6	32	1232	1309	*	*	*
Finance & Economics	1	26	1500	1512	*	*	*	7	227	1495	1519	*	*	*
Health (Medical) Services	5	81	1684	1719	*	*	*	12	156	1650	1543	*	*	*
Manufacturing &/or Industrial Oprs.	5	46	2011	1938	*	*	*	9	242	1963	1997	*	*	*
Mathematics/Statistics	+	16	+	1883				5	53	1680	1822	*	*	*
Merchandising/Sales Promotion	2	101	2208	1347	*	*	*	16	433	1593	1375	*	*	*
Personnel/Employee Relations	1	23	1833	1454	*	*	*	4	57	1389	1408	*	*	*
Research—Non-Scientific	+	24	+	1937				4	54	1484	1737	*	*	*
Research—Scientific	2	53	1356	1801	*	*	*	22	162	1838	1884	2241	1980	1136
Rotational Training—Non-Technical	+	28	+	1243				4	159	1565	1355	*	*	*
Rotational Training—Technical	2	23	1687	2046	*	*	*	2	77	1687	2052	*	*	*
Sales—Non-Technical Degree	+	77	+	1496				13	363	1370	1472	*	*	*
Sales—Technical/Scientific Degree	2	15	2167	1820	*	*	*	4	42	1869	1774	*	*	*
Totals	170	3562						644	10491					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	46	+	$1967				2	273	$1554	$1932	*	*	*
MBA (Non-Technical Undergraduate)	1	59	$1625	1986	*	*	*	11	307	2037	1998	*	*	*
MBA (Technical Undergraduate)	+	12	+	2411				1	47	2500	2212	*	*	*
MS Business (incl. Mgmt., Mktg., Finance, etc.)	+	40	+	2028				1	74	2042	2028	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	8	+	2175				2	16	1758	2084	*	*	*
Administration (incl. Public, Hospital, etc.)	+	2	+	2150				+	12	+	1768			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1542				4	12	1070	1360	*	*	*
Social Sciences	1	7	1666	1818	*	*	*	11	30	1375	1624	*	*	*
ENGINEERING														
Chemical	3	21	2595	2545	*	*	*	5	45	2453	2468	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	15	+	2474				2	46	1835	2264	*	*	*
Electrical (incl. Computer Engrg.)	+	78	+	2564				1	176	2408	2509	*	*	*
Industrial	1	12	2655	2491	*	*	*	2	34	2655	2466	*	*	*
Mechanical	1	56	2666	2503	*	*	*	3	113	2249	2481	*	*	*
Nuclear (incl. Engrg. Physics)	+	4	+	2494				+	6	+	2488			
SCIENCES														
Chemistry	+	6	+	1967				2	14	2125	2075	*	*	*
Computer Science	2	39	2325	2449	*	*	*	3	97	2167	2435	*	*	*
Geology & Related Geological Sciences	+	7	+	2289				3	17	2180	2296	*	*	*
Mathematics	+	3	+	2147				+	7	+	2054			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2504				4	17	2463	2461	*	*	*
Totals	9	421						57	1343					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	1	18	$2375	$2088	*	*	*	2	70	$2063	$2192	*	*	*
MBA - Tech Undergraduate	+	2	+	2187				1	10	2500	2379	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	22	+	2264				+	43	+	2291			
MBA - Tech Undergraduate	+	2	+	2375				+	10	+	2380			
Over 4 years														
MBA - Non-Tech Undergraduate	+	23	+	2619				2	54	1588	2499	*	*	*
MBA - Tech Undergraduate	+	3	+	2667				+	3	+	2667			
Totals	1	70						5	190					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	9	+	$3124				1	20	$2650	$3168	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	3200				+	3	+	2936			
Electrical (incl. Computer Engrg.)	+	10	+	3377				1	29	3308	3209	*	*	*
Mechanical	+	2	+	2396				+	6	+	3097			
SCIENCES														
Chemistry	+	8	+	2798				+	27	+	2828			
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	+	+					+	5	+	3291			
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	+	+	+					+	1	+	3467			
Physics	+	1	+	3333				+	10	+	2823			
Totals	+	31						2	101					

[1] Years of full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1588 1708 1525	46									1916	1
BUSINESS - GENERAL			1345	3	1583	1	1833	1			1500	1
MARKETING/DISTRIBUTN							2102	1				
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES			916	1								

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL												
CHEMICAL							2195	1				
CIVIL -CNSTR/SAN/TRP											1456	2
ELECTRICAL -COMPTR							2255	16				
GEOLOGICAL												
INDUSTRIAL	2083	1					2003	3				
MECHANICAL					1950	1	2297	12	2333	1	2190	1
METALLURGICAL												
MINING					1875	1						
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH											2083	1

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1
BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES			1542 2			1333 1
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE				2161 6	2036 1	
HEALTH (MED) PROFSNS			2363 2			
MATHEMATICS				2291 1		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
ACCOUNTING		1700 1				
BUSINESS - GENERAL			1500 1			
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS						
OTHR SOCIAL SCIENCES						

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2360	9										
CIVIL -CNSTR/SAN/TRP											1458	1
ELECTRICAL -COMPTR	2358	4							2400	1		
GEOLOGICAL												
INDUSTRIAL	2200	1	2300	1					2300	2		
MECHANICAL	2348	4	2135	1					2400	2		
METALLURGICAL									2267	3		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS											2733	2
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES	1000	1			1083	1						
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1925	1										
HEALTH (MED) PROFSNS												
MATHEMATICS									2200	1		
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING						
BUSINESS - GENERAL			2090 1			
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS	1500 1					
OTHR SOCIAL SCIENCES					1141 1	

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AERONAUTICAL						
CHEMICAL		2230 2		1791 1		
CIVIL -CNSTR/SAN/TRP						
ELECTRICAL -COMPTR	2345 1		2216 5	1794 2		
GEOLOGICAL						
INDUSTRIAL	2255 1				2416 1	
MECHANICAL						1666 1
METALLURGICAL						
MINING				1708 1		
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH						

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES				1114 1	1000 1	
BIOLOGICAL SCIENCES						1575 1
CHEMISTRY	1500 1			1136 1		
COMPUTER SCIENCE						
HEALTH (MED) PROFSNS						1278 2
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	1625 1					
MBA - TECHNICAL						

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL						
MBA - TECHNICAL						

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						